

## Message Text

UNCLASSIFIED

PAGE 01 CARACA 08532 01 OF 04 111444Z  
ACTION ARA-15

INFO OCT-01 ISO-00 EB-08 /024 W  
-----079203 111732Z /11

R 111141Z SEP 78  
FM AMEMBASSY CARACAS  
TO USDOC WASHDC  
SECSTATE WASHDC 3791  
INFO AMEMBASSY LONDON  
AMEMBASSY PARIS  
AMEMBASSY BELGRADE

UNCLAS SECTION 1 OF 4 CARACAS 8532

E.O. 11652: N/A  
TAGS: BBSR BEXP UK YO FR VE  
SUBJ: MARKET RESEARCH: AGRICULTURAL MACHINERY AND EQUIPMENT-VENEZUELA

REF: (A) CARACAS 7893 (B) USDOC 15895

SUMMARY: CARACAS HAS PERFORMED A REVIEW OF SUBJECT REPORT PRODUCED BY THE FIRM TACTICAL MARKETING LTD., WHICH HAS MEANT A CONSIDERABLE BURDEN UPON ITS ALREADY PRESSED STAFF, BUT WHICH WE HOPE WILL PERMIT AVOIDING THIS KIND OF PROBLEM IN THE FUTURE. IN THE EMBASSY'S OPINION, THE STUDY IS PLAGUED BY GROSS GENERALITIES AND MISTAKES AND SHOULD NOT BE RELEASED TO THE PUBLIC. END OF SUMMARY.

1. MOST OF THE IMPORTANT INFORMATION CONTAINED IN THE REPORT WAS OBTAINED OR DIRECTLY COPIED FROM THE FOLLOWING PUBLICATIONS:

(A) THE MARKET FOR AGRICULTURAL MACHINERY AND EQUIPMENT IN VENEZUELA,

A MARKET RESEARCH PREPARED BY THE FIRM HERACLIO ATENCIO BELLO Y ASOCIADOS FOR USDOC IN 1974. THIS STUDY WAS CONSIDERED POORLY PREPARED

AND MISLEADING BY BOTH THE EMBASSY AND COMMERCE AND IT WAS NEVER UNCLASSIFIED

UNCLASSIFIED

PAGE 02 CARACA 08532 01 OF 04 111444Z

APPROVED NOR WAS IT FULLY PAID FOR BY THE U.S. DEPARTMENT OF COMMERCE.

(B) VZ-8001, DATED JAN.20,1977, AGRICULTURAL SITUATION REPORT PREPARED BY THE EMBASSY AGRICULTURAL SECTION

(C) BACKGROUND INFORMATION ON AGRICULTURE-VENEZUELA, ALSO PREPARED BY

THE OFFICE OF THE AGRICULTURAL ATTACHE. TABLES, LISTS OF NAMES AND OTHER PIECES OF INFORMATION THAT WERE TAKEN FROM THE PREVIOUS MARKET RESEARCH STUDY (INDICATED ABOVE) CONTAINED THE SAME ERRORS THAT THE ORIGINAL HAD. THE MARKET CONTACT LIST CONTAINS 79 NAMES OF FIRMS, GOVERNMENT ORGANIZATIONS AND ASSOCIATIONS. WITHOUT A MAJOR REVIEW 35 ERRORS WERE FOUND IN NAMES OF EXECUTIVES, ADDRESSES OR ACTIVITIES. FOR INSTANCE, THE GOVERNMENT ORGANIZATION LIST CONSISTED OF NAMES OF OFFICIALS WHO WERE "DISMISSED" FOUR YEARS AGO WHEN THE ACCION DEMOCRATICA PARTY WON THE ELECTION IN DECEMBER OF 1972.

2. LISTS OF DUTIES CONTAIN INCORRECT PERCENTAGES OR FAIL TO INDICATE THAT IMPORTATION IS PROHIBITED, THUS PRODUCING ERRONEOUS CONCLUSIONS IN THE EXPECTED DEMAND SECTION FOR A VARIETY OF PRODUCTS. STATISTICS FOR THE TOTAL APPARENT MARKET ARE FOR DIFFERENT YEARS THAN THE IMPORT SHARES, THEREFORE NO REVIEW COULD BE MADE. AS INDICATED IN REF. B. TABLES ARE WITHOUT TOTALS AND U.S. SHARE WAS RECALCULATED FROM 60 TO 50 PERCENT.

THE ONLY CONCLUSION IS THAT REPORT WAS PREPARED IN VERY LITTLE TIME AND WITHOUT REALLY CONSULTING ALL THE POSSIBLE SOURCES OF INFORMATION. WE SEE NOTHING WRONG IN USING USG PUBLICATIONS AND TABLES, BUT WE EXPECT FUTURE MARKET RESEARCHERS TO GO INTO MORE DETAIL THAN THE DATA THAT CAN BE OBTAINED FROM REPORTS WRITTEN BY EMBASSY OFFICERS.

UNCLASSIFIED

UNCLASSIFIED

PAGE 03 CARACA 08532 01 OF 04 111444Z

3. THE FOLLOWING IS A DETAILED LIST OF ERRORS FOUND IN THE SUBJECT REPORT:

PAGES 4 THRU 9-TOTAL APPARENT MARKET TABLES-ACCORDING TO SPECS STATISTICS SHOULD BE PROVIDED INCLUDING THE "PRIOR YEAR", WHICH IS THE

LAST YEAR FOR WHICH STATISTICS ARE AVAILABLE. ALL STATISTICS PROVIDED BY TACTICAL MARKETING ARE ESTIMATES, THEREFORE NONE COULD BE CONFIRMED. THE FUNCTIONAL CATEGORIES SEEM TOO BROAD AND WITH DISSIMILAR ITEMS LUMPED TOGETHER, E.G. SEEDS AND FERTILIZERS; STORAGE BINS AND TRUCKS

PAGE 10-LINE 3-U.S. SHARE OF THE MARKET IS 3.51 BILLION, NOT TOPPING 3 BILLION.

PAGE 14-LINE 7- EXPECTED DEMAND: PLOUGHS: INDICATED AS "A" OR SIGNIFICANT DEMAND. THEY ARE MANUFACTURED LOCALLY AND DUTY IS 50PERCENT. VERY FEW IF ANY ARE IMPORTED.

PAGE 14 LINE 23- SYRINGES INDICATED AS STABLE DEMAND. THEY ARE MANUFACTURED LOCALLY, DUTY 80 PERCENT.

PAGE 15-LINE 13- BEEKEEPING EQUIPMENT-INDICATED AS DECLINING DEMAND. THUS FAR THIS EQUIPMENT HAS HAD VERY LITTLE DEMAND, HOWEVER GOVERNMENT IS NOW ENCOURAGING USE OF EQUIPMENT. SHOULD HAVE SIGNIFICANT DEMAND IN THE NEAR FUTURE.

UNCLASSIFIED

NNN

UNCLASSIFIED

PAGE 01 CARACA 08532 02 OF 04 111505Z  
ACTION ARA-15

INFO OCT-01 ISO-00 EB-08 /024 W  
-----079396 111733Z /11

R 111141Z SEP 78  
FM AMEMBASSY CARACAS  
TO USDOC WASHDC  
SECSTATE WASHDC 3792  
INFO AMEMBASSY LONDON  
AMEMBASSY PARIS  
AMEMBASSY BELGRADE

UNCLAS SECTION 2 OF 4 CARACAS 8532

PAGE 17-LINE 10-PUMPS, DEMAND GIVEN AS SIGNIFICANT. DUTY IS 50PER-  
CENT AND ALL TYPE OF AGRICULTURAL PUMPS ARE BEING MANUFACTURED LOCALLY

BY EIGHT DIFFERENT FIRMS. LAST YEAR ONLY 20 AGRICULTURAL PUMPS WERE  
IMPORTED INTO VENEZUELA. SHOULD BE CLASSIFIED AS "C".

PAGE 17-LINE 11 AND 12 - TUBING, DEMAND GIVEN AS B, SHOULD BE C,  
AS MOST TYPES ARE MANUFACTURED LOCALLY AND EVENTUALLY ALL TYPES WILL  
BE PRODUCED AND THEREFORE PROTECTED. SEVERAL LOCAL TUBING MANUFAC-  
TURERS ARE UNDERGOING SUBSTANTIAL PLANT EXPANSION PROGRAMS.

PAGE 18- TEXT-ALL TYPES OF FERTILIZERS, DN PESTICIDES ARE IN THE  
LIST OF PROHIBITED IMPORTS. THEY ARE IMPORTED BY PEQUIVEN, THE GOVERN-

MENT OWNED PETROCHEMICAL COMPANY (FORMERLY IVP), IN CASES OF IN-  
SUFFICIENT LOCAL PRODUCTION. NOTES GIVEN IN THE REPORT INDICATE THAT  
FERTILIZERS ARE DISTRIBUTED BY THE "CHEMICAL AND PHARMACEUTICAL  
COMPANIES", WHICH IS WRONG, AS THESE ARE SOLD AND IMPORTED EX-  
CLUSIVELY BY PEQUIVEN, WITH THE SOLE EXCEPTION OF VETERINARY PRE-  
PARATIONS.

PAGE 19-LINES 3 AND 5-CEREAL AND CROP STORAGE AND SILOS-ALL THESE  
PRODUCTS WERE ON THE PROHIBITED IMPORT LIST AT THE TIME THE MARKET  
RESEARCH WAS DONE. JUST RECENTLY (CARACAS 7966) THE IMPORT BAN WAS  
LIFTED, BUT THESE PRODUCTS ARE SUBJECT TO A STIFF 90PERCENT BAN.  
SOME TYPES ARE BEING IMPORTED BY THE GOVERNMENT. SHOULD BE LISTED  
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 CARACA 08532 02 OF 04 111505Z

AS "C" INSTEAD OF "B" OR "A".

PAGE 19-LINE 9- RUSTIC VEHICLES- MANUFACTURED LOCALLY, IMPORTS PROHIBITED, SHOULD BE "D" INSTEAD OF "C". THIS SECTION SHOWS STORAGE AND SILOS AS GOOD MARKETS, IN CONTRADICTION WITH TABLE 4, MARKET COMPETITION ANALYSIS, PAGE 48, WHICH SHOWS ONLY VENEZUELAN MANUFACTURERS.

PAGE 20-SECOND PARAGRAPH- IS VENEZUELA AN "EASTERN ECONOMY"?

PAGE 21-LINE 9-TOYOTA HAS ONLY AN ASSEMBLING PLANT, NOT A JEEP MANUFACTURING OPERATION.

PAGES 23 THRU 25-MARKET SHARES PROVIDED FOR DIFFERENT YEARS THAN IMPORT STATISTICS, THEREFORE NO REVISIONS COULD BE ATTEMPTED.

PAGE 26-IMPORT SHARES FOR SEEDS, FERTILIZERS AND AGROCHEMICALS. EMBASSY UNABLE TO CONFIRM FACT THAT IN THIS AREA MAIN SUPPLIER IS YUGOSLAVIA, WITH 83PERCENT OF THE MARKET, WITH CURACAO FOLLOWING AT 7 PERCENT. COMBINATION OF DISSIMILAR ITEMS MAKES IT VERY DIFFICULT TO EVALUATE, HOWEVER, IT DOES SEEM INCORRECT.

PAGE 29-LAST PARAGRAPH- EMBASSY HAS ALWAYS REQUESTED RESEARCHERS TO AVOID VOILENT CRITIQUES OF GOV IN STUDIES, WHICH MIGHT FALL IN THE HANDS OF GOVERNMENT OFFICIALS. LOCAL STATISTICS LEAVE A LOT TO BE DESIRED, BUT THIS TYPE OF STATEMENT CANNOT BE PERMITTED IN A PUBLIC STUDY. PAGES 30 THRU 34-TABLES ARE BASED ON AGRICULTURAL ATTACHE'S REPORTS.

PAGE 35 THRU 42-INFORMATION CONTAINED IN THESE PAGES IS COPIED DIRECT -

LY OR WITH SLIGHT MODIFICATIONS FROM AGRICULTURAL ATTACHE'S REPORTS.

PAGES 45 AND 46- TABLES 4A AND 4B- EVIDENTLY BASED ON PREVIOUS MARKET RESEARCH. TABLE 4B (PAGE 45) LISTS TRACTORS BRITISH LEYLAND AND RE-NAULT, WHICH ARE NOT SOLD IN VENEZUELA.

PAGE 46, TABLE 4C. ALSO TAKEN FROM PREVIOUS RESEARCH. COMPANIES LISTED, BOMBAGUA, JACUZZI AND WORTHINGTON SHOULD BE COMBINED AS BOMBAGUA MANUFACTURERS THESE U.S. BRANDS.

PAGE 47-TABLE 4D-TABLE INCLUDES SIX NAMES WHICH ARE TO BE CORRECTED: BLACK FLAG PRODUCES HOUSEHOLD INSECTICIDES. CRUZ VERDE PRODUCES UNCLASSIFIED

UNCLASSIFIED

PAGE 03 CARACA 08532 02 OF 04 111505Z

SOAPS AND DETERGENTS. EMPRESA NACIONAL DE CAL PRODUCES LIME. EQUIPOS LIQUID IS AN OXYGEN MANUFACTURER. IVP DOES NOT EXIST ANYMORE, HAVING BEEN REPLACED BY PEQUIVEN. NITROVEN IS A (NON OPERATING) SUBSIDIARY OF PEQUIVEN.

PAGE 48-LINE 4-NAME OF SUPPLIER GIVEN AS ACEROS IS INCOMPLETE, OR INCORRECT. NO FIRM CAN BE FOUND WITH THAT NAME. SAME ERROR COMMITTED IN 1974 MARKET STUDY.

PAGE 55-PARAGRAPH 3-IN SPITE OF THE IMPORTANCE OF THE AGRICULTURE CREDIT FUND FOR THE DEVELOPMENT OF AGRICULTURE IN VENEZUELA AND THE IMPACT ON IMPORTS OF EQUIPMENT, IT IS ONLY DESCRIBED IN 5LINES.

PAGE 55-LAST PARAGRAPH-THE STATEMENT THAT "MORE THAN HALF OF THE PRESENT FARMING POPULATION IS INVOLVED IN SUBSISTENCE AGRICULTURE, A REFLECTION OF THE PEREZ' ADMINISTRATION'S CONTROLLED-PRICE POLICIES"

IS CONSIDERED ERRONEOUS AND AN EXCESSIVELY STRONG CRITIQUE OF THE VENEZUELAN GOVERNMENT.

UNCLASSIFIED

NNN

UNCLASSIFIED

PAGE 01 CARACA 08532 03 OF 04 111432Z  
ACTION ARA-15

INFO OCT-01 ISO-00 EB-08 /024 W  
-----079083 111735Z /11

R 111141Z SEP 78  
FM AMEMBASSY CARACAS  
TO USDOC WASHDC  
SECSTATE WASHDC 3793  
INFO AMEMBASSY LONDON  
AMEMBASSY PARIS  
AMEMBASSY BELGRADE

UNCLAS SECTION 3 OF 4 CARACAS 8532

PAGE 57, LINE 22-SO FAR NO ASSIGNMENTS HAVE BEEN MADE FOR JEEP MANUFACTURING, THEREFORE, REFERENCE TO TOYOTA IS INCORRECT.

PAGE 58 AND 59- LIST OF DOMESTIC MANUFACTURERS- LIST IS COMPLETELY TAKEN WORD FOR WORD FROM 1974 SURVEY AND IS INCOMPLETE.

PAGE 65- PARAGRAPH 1B CREDIT TERMS-COMMENT MADE IN THE LATTER PART OF THE PARAGRAPH CONCERNING LEASING COMPANIES IS MISLEADING. LEASING COMPANIS ARE VERY ACTIVE IN THE AGRICULTURAL SECTION AND BY LAW THEY MUST DEDICATE 25 PERCENT OF THEIR ACTIVITIES TO THIS AREA. WE ARE ALSO SURE THAT "MIGRANT PEASANT FARMERS" ARE NOT EVEN CONSIDERED FOR LEASING/FINANCING, BUT THAT IS NOT THE REASON WHY LEASING COMPANIES ARE SELECTIVE.

PAGE 66-SECOND PARAGRAPH-THIS PARAGRAPH IS NOT CLEAR ABOUT U.S. SUPPLIERS' SERVICE- IS IT UNEVEN, TOO TARDY OR ENLIGHTENED?

PAGE 66-THIRD PARAGRAPH-IT IS TRUE THAT SOME PURCHASES ARE MADE THROUGH

MERCHANTS IN MIAMI. WE ARE NOT SURE THAT ALL OF THEM ARE CUBANS, BUT WE ARE INDEED SURE THAT GENERAL ELECTRIC, MENDOZA AND SANCHEZ DO NOT BUY IN THIS MANNER. ALSO, THERE IS MORE THAN A DAILY 747 FREIGHTER ARRIVING TO VENEZUELA.

PAGE 68-TARIFFS-ITEMS FROM 31.01 THROUGH 38.11 ARE IN THE LIST OF PROHIBITED IMPORTS, WHICH IS NOT INDICATED. SILOS ARE NOW 90 PERCENT AND WERE PROHIBITED WHEN THE REPORT WAS WRITTEN. ITEM 84.10, PUMPS, INDICATE 1 PERCENT DUTY, HOWEVER, DUTY FOR AGRICULTURAL  
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 CARACA 08532 03 OF 04 111432Z

PUMPS IS 50 PERCENT. ITEM 84.25, THE REQUIREMENT FOR LICENSE INDICATED AFFECTS ONLY ROTARY MOWERS, ALL OTHER TYPES OF EQUIPMENT COVERED

IN THIS TARIFF ARE EXCLUDED. PAGE 69-SECOND PARAGRAPH- THE DESCRIPTION OF DECREE NO. 1160 GIVEN HERE IS ONE OF THE MOST ASTONISHING ELEMENTS OF THIS STUDY. THE INFORMATION GIVEN CONCERNING THIS DECREE IS CORRECT, BUT THE DECREE WAS DEROGATED IN 1965, AFTER VENEZUELA RECOVERED FROM A CURRENCY CRISIS THAT PRODUCED THIS ACTION. IN THE LAST 13 YEARS VENEZUELA CERTAINLY HAS NOT NEEDED TO PAY A BONUS AS AN INCENTIVE TO INCREASE IMPORTS.

PAGE 70-FIRST PARAGRAPH-STATEMENT ABOUT ADDITIONAL TAXES IS INCORRECT SHOULD BE AS FOLLOWS: ALL IMPORTS ARE SUBJECT TO A 3PERCENT AD VALOREM TAX IN ADDITION TO DUTIES. ITEMS IMPORTED BY PARCEL POST OR AIR FREIGHT HAVE AN ADDITIONAL TAX OF 2PERCENT AD VALOREM ABOUT THE DUTY AND THE 3PERCENT MENTIONED ABOVE.

PAGE 73-TABLE CT-TABLE TAKEN FROM AGRICULTURAL ATTACHE'S REPORT AFTER CONVERTING FROM HECTARES TO ACRES. ACRES NOT USED IN VENEZUELA.

PAGE 74APAGRPRAPH TWO-LINE 6 -NAME OF REGION IS GUAYANA, NOT GUAYANA. PARAGRAPH THREE-YOU CAN HARDLY SAY THAT INDULAC IS "PERPETUALLY AT LOGGERS' HEADS WITH DIARY FARMERS" AS IT WAS NATIONALIZED

ONLY SLIGHTLY OVER A YEAR AGO.

PAGE 75-MARKET CONTACT LISTING-DUE TO LARGE NUMBER OF ERRORS CONTAINED

IN THIS SECTION,WRONG ADDRESSES OR NAMES, A DETAILED DESCRIPTION WILL NOT BE GIVEN HERE. MOST OF THE GOVERNMENT OFFICIALS NAMES ARE WRONG AS WELL AS THE DESCRIPTION OF PRIVATE FIRM'S ACTIVITIES. IF SO REQUIRED, THE EMBASSY COULD PROVIDE A NEW LIST PREPARED FROM OUR FILES.

ONE EXAMPLE OF TACTICAL RESEARCH'S BLATANT DISREGARD FOR ACCURACY IS FOUND IN THE ENTRY FOR MAQUINARIAS MENDOZA. THE NAME OF A CONTACT MAN REFERS TO A PERSON WHO LEFT THE COMPANY 3 YEARS AGO. IN ADDITION, THE FIRM IS DESCRIBED AS "MERCHANTS" (AS WELL AS SANCHEZ, UNCLASSIFIED

UNCLASSIFIED

PAGE 03 CARACA 08532 03 OF 04 111432Z

BOULTON, ACO, ETC.), A SOMEWHAT NONDESCRIPTIVE TERM FOR THE LARGEST IMPORTER OF CONSTRUCTION AND AGRICULTURAL EQUIPMENT IN VENEZUELA, A FIRM WHICH HAS AT LEAST A 20MILLION DOLLAR LINE OF CREDIT FROM FCIA AND A FIRM OWNED BY THE SINGLE RICHEST MAN IN VENEZUELA WHO ALSO OWNS THE LAND ON WHICH THE U.S. DEPARTMENT OF COMMERCE EXHIBITION FACILITY IS LOCATED.

PAGE 88- SELECTED OUTLETS-OF THE LIST OF NAMES GIVEN, THE FOLLOWING ARE ERRONEOUS: HEINZ: MANUFACTURER OF BABY FOODS, NO SUGARCANE GROWERS; POTENTIAL: HOLDS SOME VETERINARY PRODUCT LINES, ITS MAIN ACTIVITY IS TO MANUFACTURE ANIMAL FEEDS; EL PALMES, NAME WRONG, SHOULD BE EL PALMAR; CORPORACION DE MERCADERO AGRICOLA IS NOT A COOPERATIVE;

UNCLASSIFIED

NNN

UNCLASSIFIED

PAGE 01 CARACA 08532 04 OF 04 111513Z  
ACTION ARA-15

INFO OCT-01 ISO-00 EB-08 /024 W  
-----079525 111736Z /11

R 111141Z SEP 78  
FM AMEMBASSY CARACAS  
TO USDOC WASHDC  
SECSTATE WASHDC 3794  
INFO AMEMBASSY LONDON  
AMEMBASSY PARIS  
AMEMBASSY BELGRADE

UNCLAS SECTION 4 OF 4 CARACAS 8532

IT IS THE GOVERNMENT MARKETING AGENCY: IVP DOES NOT NOW EXIST,  
WHEN IT EXISTEE IT WAS THE GOVERNMENT PETROCHEMICAL INSTITUTE AND WAS  
NO A COOPERATIVE. AVICOLA MEANS POULTRY,  
THE NAME OF THE COMPANY  
SHOULD FOLLOW, BUT WE DO NOT KNOW TO CHICH ONE IT COULD APPLY.  
(CONT. PAGE 89) CASA DEL LECHERO: IT IS NOT A MILK PROCESSOR, IT  
IS THE MAIN AGENT/DISTRIBUTOR FOR DAIRY EQUIPMENT; GRAMOVEN: IS A  
LARGE GRAIN MILL, MANUFACTURING ANIMAL FEED INCLUDING CHICKEN FEEDS.  
CVG IS AN AUTHORITY, BUT IS ALSO THE DEVELOPMENT CORPORATION FOR THE  
GUAYANA REGION, A GOV COMPANY WITH A CAPITAL IN THE BILLION DOLLAR  
RANGE.

4. EMBASSY COMMENTS AND SUGGESTIONS: EMBASSY CONSIDERS THAT BY  
FOLLOWING THE ABOVE LIST OF MAJOR CORRECTIONS, AND MAKING THE NE-  
CESSARY ADJUSTMENTS OR OMISIONS, IT IS POSSIBLE TO PREPARE A  
SUMMARY FOR THE AGRICULTURAL SHOW IN JUNE OF 1979. HOWEVER THE  
COMPLETE STUDY SHOULD NOT BE MADE AVAILABLE TO THE PUBLIC. TO ATTEMPT  
TO REWRITE REPORT WILL BE EXTREMELY TIME CONSUMING, AND THE EMBASSY  
DOES NOT HAVE THE RESOURCES TO DO THIS WORK.  
CROWLEY

UNCLASSIFIED

NNN





## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 11 sep 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978CARACA08532  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780369-1153  
**Format:** TEL  
**From:** CARACAS  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1978/newtext/t19780983/aaaacqnb.tel  
**Line Count:** 377  
**Litigation Code IDs:**  
**Litigation Codes:**  
**Litigation History:**  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Message ID:** 506a7053-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION ARA  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 7  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 78 CARACAS 7893  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 29 mar 2005  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** N/A  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 1489387  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** MARKET RESEARCH: AGRICULTURAL MACHINERY AND EQUIPMENT-VENEZUELA  
**TAGS:** BBSR, BEXP, UK, YO, FR, VE  
**To:** COM STATE  
**Type:** TE  
**vdkgvwkey:** odb://SAS/SAS.dbo.SAS\_Docs/506a7053-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014